

Appendix C - PRICING INDEX

DIR-TSO-4095

SOLID BORDER, INC

Information Technology Security (ITS) Hardware, Software and Services

Brand	DIR Customer Discount % off MSRP *				
	IT Security Products (including Hardware Bundles, Virtual Appliances)	Subscription / Licenses	Maintenance / Support/ Other	Services/ Training	Managed Services
Accellion	7.25%	7.25%	7.25%	3.25%	-
Arbor Networks	15.00%	15.00%	8.00%	5.00%	5.00%
CrowdStrike	5.00%	5.00%	5.00%	5.00%	-
Entrust Datacard	4.00%	4.00%	4.00%	-	-
ESET Anti-virus Products	49.25%	49.25%	49.25%	10.00%	-
ESET Other, including DESLock	10.00%	10.00%	10.00%	10.00%	-
Impulse Point	15.25%	15.25%	4.25%	0.00%	-
Indeni	14.25%	14.25%	4.25%	0.00%	-
Ixia	14.25%	14.25%	4.25%	0.00%	-
JAMF	2.00%	2.00%	2.00%	0.00%	-
Kaspersky Lab	15.00%	15.00%	15.00%	0.00%	-
NetScout	12.00%	12.00%	9.00%	0.00%	-
Procera Networks	15.00%	15.00%	4.25%	0.00%	-
Radware	15.00%	15.00%	7.25%	0.00%	-
RedSeal	10.00%	10.00%	2.00%	0.00%	-
Samsara	5.00%	5.00%	5.00%	-	-
SolarWinds	10.00%	10.00%	10.00%	-	-
Solid Border	-	-	30.00%	30.00%	30.00%
Vectra Networks	10.00%	10.00%	5.00%	0.00%	-
BlueCat Networks	20.00%	20.00%	6.00%	2.25%	-
Digital Guardian	12.00%	12.00%	5.00%	0.00%	5.00%
Intel Security	30.00%	30.00%	10.00%	5.00%	-
Rapid7	19.00%	19.00%	5.00%	5.00%	5.00%
Sophos	26.00%	26.00%	6.00%	5.00%	-
Palo Alto Networks	31.00%	27.00%	6.00%	6.00%	-
Barracuda Networks	14.00%	14.00%	14.00%	10.00%	-

*Important Note: Vendors quote to DIR customers shall include the DIR administrative fee. The fee will be added after discount off MSRP is applied.